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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 3 April 1991

SOUTHWESTERN REGION (SWPA)

Arkansas College
University of Arkansas - Fayetteville
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
UT - Pan American
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso
University of Texas - Tyler

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (March 8, 1991, through April 5, 1991) and cumulatively (September 1, 1990, and April 5, 1991).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 3/8/91 THROUGH 4/5/91

CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
BUSINESS														
ACCOUNTING	109	574	$25324	$26200	$28400	$25500	$21000	254	1888	$26472	$26675	$30000	$27000	$23500
BUSINESS ADMIN (INCL MGMT	28	158	21498	23583	25113	21250	17000	46	496	21990	23354	28200	21000	17000
DISTRIBUTION MANAGEMENT	+	1	+	24000				+	9	+	27211			
ECONOM & FINANCE (BANKING	29	237	25658	26242	29000	26000	21000	79	618	26279	25520	30300	27000	21000
HOTEL/RESTAURANT MGMT.	+	1	+	22000				1	39	18000	21121	*	*	*
HUMAN RSRCS (incl LABOR R	2	7	19750	22929	*	*	*	3	50	21333	23885	*	*	*
MANAGEMENT INFO SYSTEMS	56	101	27759	28043	31500	28650	24000	68	197	28037	28044	31800	28900	24000
MARKETING/MARK MGMT (RESR	53	215	22401	23554	27000	22000	18000	88	584	22949	23723	28200	22500	18000
REAL ESTATE	+	1	+	21000				+	5	+	20264			
COMMUNICATIONS														
ADVERTISING	1	6	24700	18917	*	*	*	1	39	24700	21478	*	*	*
COMMUNICATIONS	11	36	20573	21960	*	*	*	12	116	20608	21733	*	*	*
JOURNALISM	2	15	16800	20531	*	*	*	5	66	19480	19422	*	*	*
TELECOMMUN/BROADCASTING	+	8	+	21650				+	22	+	23109			
EDUCATION														
ELEMENTARY EDUCATION	12	36	18046	20006	*	*	*	34	198	19233	19963	21000	20000	17000
PRE-ELEMENTARY EDUCATION	+	6	+	12967				+	27	+	16647			
PHYSICAL EDUCATION	2	5	22426	21978	*	*	*	4	21	21173	19120	*	*	*
SPECIAL EDUCATION	1	8	16800	20831	*	*	*	4	39	21425	22956	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	1	5	17000	21100	*	*	*	1	12	17000	19392	*	*	*
TEXTILES & CLOTHING	+	5	+	23600				2	27	19250	21241	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				1	24	17000	21388	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	2	+	23250				1	16	24000	21220	*	*	*
LETTERS (incl English, Li	1	10	18200	22641	*	*	*	6	58	22617	21734	*	*	*
VISUAL & PERFORMING ARTS	+	5	+	23800				+	44	+	19873			
HUMANITIES - OTHER	+	5	+	21360				3	37	18867	21789	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	2	9	24352	20455	*	*	*	2	39	24352	20759	*	*	*
HISTORY	2	4	21000	22000	*	*	*	3	25	19333	20629	*	*	*
POLITICAL SCIENCE/GOVT	+	14	+	23030				1	66	20200	21998	*	*	*
PSYCHOLOGY	4	21	19144	20416	*	*	*	5	83	19815	19250	*	*	*
SOCIOLOGY	+	4	+	15878				+	38	+	18943			
SOCIAL SCIENCES-OTHER	+	6	+	21360				+	59	+	19456			
ENGINEERING														
AEROSPACE & AERONAUTICAL	8	22	28299	30087	*	*	*	18	85	29479	30188	*	*	*
AGRICULTURAL	6	6	30667	30667	*	*	*	6	20	30667	31350	*	*	*
ARCHITECTURAL	7	9	30643	29804	*	*	*	26	33	31435	30709	36000	31500	25440
BIOENGINEERING & BIOMEDIC	+	2	+	30000				1	6	28500	27917	*	*	*
CHEMICAL	128	384	35749	37002	40000	37010	26820	255	812	36886	37178	40700	38000	30600
CIVIL	19	101	30236	30703	*	*	*	69	434	31384	29764	37000	31800	25296
COMPUTER	9	28	30854	31593	*	*	*	9	87	30854	32126	*	*	*
ELECTRICAL/ELECTRONIC	57	326	32997	33060	37600	33000	30000	177	875	33698	33049	37300	33800	30600

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENVIRONMENTAL ENGINEERING	+	+	+	+				+	2	+	$29700			
INDUSTRIAL	9	79	$29007	$32440	*	*	*	10	206	$29206	32179	*	*	*
MECHANICAL	83	352	34830	33835	$38500	$35500	$30000	248	1034	34825	33980	$38496	$36000	$30000
METALLURGICAL	+	27	+	33424				+	77	+	33688			
MINING (INCL GEOLOGICAL)	+	4	+	31900				+	36	+	31116			
NUCLEAR	1	5	32700	32160	*	*	*	1	13	32700	32627	*	*	*
PETROLEUM	28	29	35878	35944	39000	36000	31200	77	126	37716	38467	42500	38500	31200
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	1	43	29000	26856	*	*	*	3	107	30067	27839	*	*	*
INDUSTRIAL TECHNOLOGY	+	+	+	+				+	12	+	26042			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	12	+	21995				1	47	27000	22115	*	*	*
ANIMAL SCIENCES	1	3	22500	23000	*	*	*	1	23	22500	21528	*	*	*
PLANT SCIENCES	+	+	+	+				+	6	+	21413			
NATURAL RESOURCES	+	3	+	21133				+	9	+	21307			
OTHER AGRICULTURAL SCIENC	+	3	+	22401				+	23	+	25440			
COMPUTER SCIENCE														
COMPUTER SCIENCE	35	170	29254	30900	34500	30600	22000	68	470	30459	30258	35000	32000	23500
COMPUTER PROGRAMMING	+	5	+	29440				+	17	+	28914			
INFORMATION SCIENCES & SY	+	26	+	29499				23	127	29257	29020	31500	30000	27000
SYSTEMS ANALYSIS	+	1	+	24960				+	4	+	22840			
HEALTH SCIENCES														
ALLIED HEALTH	1	3	18300	21943	*	*	*	10	59	27626	27774	*	*	*
HEALTH SCIENCES	+	3	+	20216				+	27	+	21095			
NURSING	+	19	+	33294				+	56	+	28054			
PHARMACY	+	+	+	+				+	27	+	39633			
SCIENCES														
ACTUARIAL	+	1	+	33240				+	5	+	26828			
ARCHITECTURAL & ENVIRONME	3	5	27933	27860	*	*	*	4	16	27575	26463	*	*	*
BIOLOGICAL	1	12	20000	17865	*	*	*	5	37	22422	20103	*	*	*
CHEMISTRY	+	24	+	28572				3	47	33013	27716	*	*	*
GEOLOGY & GEOLOGICAL SCI	2	8	36600	31450	*	*	*	4	22	34050	28525	*	*	*
MATHEMATICS	3	21	27533	29409	*	*	*	6	68	25817	26213	*	*	*
PHYSICS	4	7	26049	28098	*	*	*	4	13	26049	28176	*	*	*
OTHER PHYSICAL & EARTH SC	+	1	+	26000				1	4	19747	20637	*	*	*
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	722	3249						1654	10014					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
\+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	76	440	$25249	$26922	$28000	$25000	$21000	190	1452	$26927	$27250	$31000	$27000	$24000
ACCOUNTING (PRIVATE)	38	146	25363	24583	28500	26000	22500	74	456	25644	24800	28668	27000	22500
COMMERCIAL BANKING (CNSMR	1	20	31000	22113	*	*	*	3	44	22000	21978	*	*	*
COMMERCIAL BANKING (LENDG	1	27	25992	24981	*	*	*	6	58	25582	24107	*	*	*
INVESTMT BANKING (CORP FN	+	10	+	29970				1	20	28000	27875	*	*	*
INVESTMT BANKING (M & A)	+	1	+	33000				+	2	+	28500			
INVESTMT BANKG (REAL EST)	+	+	+	+				+	4	+	18875			
INVESTMT BANKG (SALES & T	2	9	28996	22310	*	*	*	2	15	28996	22439	*	*	*
FINANCIAL/TREASURY ANALYS	4	75	30075	27348	*	*	*	16	212	27506	26655	*	*	*
PORTFOLIO MGNT/BROKERAGE	1	12	22500	20822	*	*	*	2	23	26250	21655	*	*	*
UNDERWRITING	6	27	22003	24899	*	*	*	10	82	22102	24056	*	*	*
INSURANCE - CLAIMS	3	17	23924	22332	*	*	*	5	62	25295	22483	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	5	+	18720				+	18	+	19429			
MEDIA PLANNING	+	3	+	21100				+	5	+	25460			
REPORTING	1	3	15600	13133	*	*	*	1	13	15600	14975	*	*	*
PRODUCTION	+	7	+	29543				+	36	+	24706			
PUBLIC RELATIONS	+	5	+	21923				+	32	+	19840			
WRITING / EDITING	+	3	+	19967				1	22	27600	19864	*	*	*
MARKETING														
ADVERTISING	1	6	20000	19917	*	*	*	2	20	22000	20465	*	*	*
BRAND/PRODUCT MANAGEMENT	1	44	24000	24185	*	*	*	2	85	28000	23932	*	*	*
BUYER/MERCHANDISING	5	36	25340	24572	*	*	*	8	126	23100	23303	*	*	*
DISTRIBUTION	4	12	23000	25337	*	*	*	9	34	25896	26362	*	*	*
MARKET RESEARCH	1	14	28000	24264	*	*	*	4	46	25641	24914	*	*	*
PURCHASING	2	5	24600	26844	*	*	*	2	20	24600	25270	*	*	*
SALES	47	183	22269	24974	30000	21000	15000	72	586	23807	25102	32460	23000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	1	+	20000				+	20	+	19876			
FINANC,TAXA, MONETARY POL	1	10	27300	24853	*	*	*	1	47	27300	23040	*	*	*
ECONOMIC PROGRAMS	1	4	18200	22198	*	*	*	1	7	18200	22056	*	*	*
LAW ENFORCEMENT	2	12	24352	23399	*	*	*	2	32	24352	23152	*	*	*
MILITARY	+	4	+	26625				3	28	19867	23817	*	*	*
NATIONAL SECURITY	+	+	+	+				+	7	+	20229			
URBAN / REGIONAL PLANNING	+	2	+	21720				+	8	+	19104			
ENGINEERING														
BIOENGINEERING	+	2	+	30000				+	6	+	26333			
DESIGN / CONSTRUCT	39	149	31015	30257	37300	32500	24912	143	502	32061	30779	37100	32400	25440
ENVIRONMENTAL/SANITATION	2	18	39000	31854	*	*	*	27	87	32652	30721	39000	33000	28200
MANUFACTURING/INDUSTRIAL	19	196	33511	33948	*	*	*	70	579	34879	33800	38500	36000	29400
SYSTEMS / PROGRAMMING	14	46	32850	32349	*	*	*	45	133	33225	32328	35700	33900	28800
POWER SYSTEMS	6	34	37933	34807	*	*	*	16	123	34278	33179	*	*	*
SOFTWARE DESIGN & DEVELOP	8	43	30330	32158	*	*	*	26	112	32237	32283	34800	32900	30000
HARDWARE DESIGN & DEVELOP	2	16	31500	32884	*	*	*	23	107	33353	33253	35100	33956	30600

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	3	67	$36280	$35220	*	*	*	30	203	$35079	$34006	$38600	$35000	$30000
TESTING	2	24	35400	29680	*	*	*	18	96	32134	30524	*	*	*
PROCESS ENGINEERING	97	276	37160	37502	$40000	$37200	$34600	264	651	38006	37560	40800	38000	35000
PROJECT ENGINEERING	81	217	33866	33411	39000	34200	26400	126	503	34840	34230	39300	36000	27600
OTHER ENGINEERING	85	307	32498	33141	38016	32400	26400	114	791	33173	32700	38400	33000	26400
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	1	4	25000	23125	*	*	*	2	19	27500	24503	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	2	+	23916			
MEDICAL TECHNOLOGY	+	3	+	18343				7	29	26329	23854	*	*	*
NURSES / PERSONAL CARE	+	18	+	32077				+	52	+	27270			
OCCUPATIONAL THERAPY	+	2	+	40750				+	18	+	29866			
PHARMACIST	+	+	+	+				+	28	+	39165			
PHYSICAL THERAPY	+	1	+	11648				+	4	+	19045			
RESPIRATORY THERAPY	+	1	+	28000				2	4	36828	33914	*	*	*
OTHER HEALTH RELATED	2	6	15498	24449	*	*	*	3	55	19832	24038	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	3	+	18000				+	18	+	20218			
COUNSELING	2	9	17840	18655	*	*	*	2	43	17840	16696	*	*	*
FUNDRAISING / DEVELOPMENT	+	1	+	15240				+	1	+	15240			
SOCIAL WORK	3	10	20633	16940	*	*	*	3	33	20633	17176	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	36	130	27518	28713	30700	27600	24000	66	361	28675	28561	33000	28500	24000
INFORMATION SYSTEMS	10	54	31208	30247	*	*	*	15	144	31139	29398	*	*	*
SYSTEMS ANALYSIS & DESIGN	42	87	28492	29178	33000	29008	24000	56	221	29358	29679	33500	29500	24000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	3	+	29747				+	11	+	30680			
AGRICULTURE/NAT'L RESOURC	+	6	+	18863				2	56	22550	21504	*	*	*
ARCHITECTURE	+	2	+	27750				+	8	+	26238			
CONSULTING	8	87	26825	29310	*	*	*	31	230	28181	28933	31500	28000	25000
HUMAN RESRCS /INDUS RELS	4	15	20000	20900	*	*	*	7	57	19886	22394	*	*	*
MANAGEMENT TRAINEE	37	169	21965	23850	27000	22000	18000	87	667	22491	22560	28850	21000	18000
MATH/STATISTICIANS	1	9	20195	23633	*	*	*	1	20	20195	23651	*	*	*
PARALEGAL	+	2	+	17500				+	7	+	18571			
RESEARCHERS NON-TECHNICAL	1	5	24000	22405	*	*	*	1	7	24000	23860	*	*	*
RESEARCHERS - TECHNICAL	1	15	20000	27997	*	*	*	1	22	20000	28596	*	*	*
TEACHING	18	69	20067	20553	*	*	*	49	382	19975	20506	23000	20000	17000
TOTALS	722	3249						1654	10014					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	20	42	$30280	$30421	$38500	$30000	$24000	99	159	$31763	$31213	$38500	$31000	$27000
MBA--NON-TECH	8	83	29978	38952	*	*	*	23	222	31736	35769	41000	32000	21025
MBA--TECH	+	30	+	38152				3	49	32100	39026	*	*	*
MS-BUSINESS	1	6	26000	39587	*	*	*	1	12	26000	45120	*	*	*
ECONOMICS & FINANCE (BANK	1	51	30000	43655	*	*	*	1	84	30000	43268	*	*	*
HUMAN RESOURCES (INCL LAB	+	15	+	38488				+	19	+	37222			
MANAGEMENT INFORMATION SY	+	3	+	30000				3	10	34400	32720	*	*	*
MARKETING/MKTNG MGT (RESE	1	36	50000	46381	*	*	*	1	50	50000	46019	*	*	*
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	+	+	+				+	6	+	27460			
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	4	6	22025	21683	*	*	*	4	15	22025	24187	*	*	*
ELEMENTARY EDUCATION	2	2	25250	25250	*	*	*	4	26	22125	24472	*	*	*
PHYSICAL EDUCATION	1	1	35000	35000	*	*	*	3	4	28000	24500	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	3	4	20133	21319	*	*	*	3	9	20133	23896	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	1	1	12300	12300	*	*	*	1	2	12300	16650	*	*	*
LETTERS	+	1	+	32500				1	4	24000	23500	*	*	*
VISUAL & PERFORMING ARTS	1	1	21000	21000	*	*	*	1	2	21000	21163	*	*	*
HUMANITIES - OTHER	+	1	+	20004				+	4	+	31251			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	1	+	16900				1	9	24900	23945	*	*	*
SOCIOLOGY	1	1	20800	20800	*	*	*	1	3	20800	24267	*	*	*
SOCIAL SCIENCES - OTHER	+	+	+	+				1	13	30000	30853	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	+	+	+				1	8	40000	35640	*	*	*
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	1	+	30000				+	1	+	30000			
CHEMICAL	3	12	37280	38827	*	*	*	5	35	39048	39587	*	*	*

continued

SWPA REGIONAL Report No. 3 APRIL 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91 NUMBER OF OFFERS REGIONAL	NATIONAL	AVERAGE $ OFFERS REGIONAL	NATIONAL	PERCENTILES' 90TH	50TH	10TH	CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 NUMBER OF OFFERS REGIONAL	NATIONAL	AVERAGE $ OFFERS REGIONAL	NATIONAL	PERCENTILES' 90TH	50TH	10TH
CIVIL	3	6	$38567	$34617	*	*	*	21	64	$36876	$34902	$40000	$38000	$32500
COMPUTER	+	+	+	+				1	2	39600	37400	*	*	*
ELECTRICAL/ELECTRONIC	1	25	42100	38059	*	*	*	18	100	37610	38353	*	*	*
INDUSTRIAL	1	7	31200	35639	*	*	*	1	20	31200	36193	*	*	*
MECHANICAL	7	39	39798	38484	*	*	*	19	105	38749	38121	*	*	*
METALLURGICAL	+	1	+	36000				+	17	+	37896			
MINING & MINERAL	+	1	+	34000				+	14	+	35007			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	2	3	35700	39567	*	*	*	6	23	43150	43687	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	2	3	21091	21962	*	*	*	2	3	21091	21962	*	*	*
HEALTH SCIENCES	+	10	+	26000				1	13	20000	26231	*	*	*
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	2	2	27750	27750	*	*	*	2	6	27750	26116	*	*	*
ARCHITECTURAL & ENVIRONME	+	1	+	28080				+	1	+	28080			
BIOLOGICAL	+	1	+	18700				+	3	+	22686			
CHEMISTRY	+	5		34680				1	7	22000	32486	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	19	34200	39726	*	*	*	8	70	36138	37334	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	9	10	35847	36222	*	*	*	10	25	36062	36393	*	*	*
MATHEMATICS (INCL ACTUARI	2	4	24400	29950	*	*	*	3	10	27067	28620	*	*	*
PHYSICS	+	+	+	+				1	3	31300	27219	*	*	*
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	77	435						251	1241					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/8/91 THROUGH 4/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	32	+	$47233				1	98	$30000	$45306	*	*	*
MBA--TECH	+	17	+	49794				+	31	+	48710			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	1	73	$38000	50025	*	*	*	4	133	45500	48700	*	*	*
MBA--TECH	+	31	+	52978				3	60	52333	54414	*	*	*
OVER 4 YEARS														
MBA--NON-TECH	3	35	56667	47809	*	*	*	4	100	54750	47425	*	*	*
MBA--TECH	+	24	+	55808				1	54	51300	51693	*	*	*
TOTALS	4	212						13	476					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 3/8/91 THROUGH 4/5/91

CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	4	+	$54750				+	9	+	$54456			
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	5	+	37214			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	1	+	30000			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	5	+	50540			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				1	3	$54080	46027	*	*	*
CHEMICAL	3	9	$52700	53204	*	*	*	7	16	51366	52235	*	*	*
CIVIL	+	3	+	40332				+	6	+	41499			
COMPUTER	+	+	+	+				+	2	+	52250			
ELECTRICAL/ELECTRONIC	1	2	57000	58500	*	*	*	4	10	57300	56220	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	1	1	53760	53760	*	*	*	1	4	53760	46041	*	*	*
METALLURGICAL	+	2	+	48600				+	10	+	46464			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	1	+	36000			
BIOLOGICAL	+	3	+	30333				+	4	+	31138			
CHEMISTRY	+	34	+	49370				1	49	46200	48533	*	*	*
GEOLOGICAL (INCL GEOPHYS)	1	3	36540	52847	*	*	*	1	9	36540	52871	*	*	*
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	+	+	+	+				+	2	+	40000			
POLYMER	+	1	+	52200				+	2	+	52800			
TOTALS	6	62						15	148					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26871 186 35000/24000			22400 5			23400 3	26283 6	
BUSINESS ADMIN (INCL MGMT				31000 1		45000 1	20000 1	27500 1	
ECONOM & FINANCE (BANKING	27374 7			25436 8	28000 1	24750 2	22250 2	28625 8	
MANAGEMENT INFO SYSTEMS	30333 3			27500 1		27500 2	29300 5	30333 9	
MARKETING/MARK MGMT (RESR							20000 2	24333 3	
COMMUNICATIONS	18000 1								
JOURNALISM						15600 1	18000 1		
LETTERS (incl English, Li				17500 1			28200 1		
HISTORY								18000 1	
PSYCHOLOGY								26900 1	
AEROSPACE & AERONAUTICAL									29000 1
ARCHITECTURAL								29920 7	29700 1
CHEMICAL								35246 8	31062 3
CIVIL								29856 9	
COMPUTER							30985 4		
ELECTRICAL/ELECTRONIC						31500 1	31380 1	31505 16	30000 1
MECHANICAL								33664 11	35373 6
COMPUTER SCIENCE	28000 3				32000 1	31667 3	32076 5	28000 1	
INFORMATION SCIENCES & SY	30250 2						28000 3	30000 5	
ARCHITECTURAL & ENVIRONME	26500 1							28600 1	
BIOLOGICAL									19600 1
GEOLOGY & GEOLOGICAL SCI									43200 1
MATHEMATICS							27400 2		

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING						25750 2			
BUSINESS ADMIN (INCL MGMT		21600 5	20333 3	23078 4		17987 11			
ECONOM & FINANCE (BANKING	25256 9	21000 1		22333 3		23817 6		26700 1	
HOTEL/RESTAURANT MGMT.			18000 1						
HUMAN RSRCS (incl LABOR R				22500 1					
MANAGEMENT INFO SYSTEMS		25000 2		19850 2		25750 3			
MARKETING/MARK MGMT (RESR	17500 1	22500 2		23163 6		21509 32 28500/15600	42000 1		18000 1
ADVERTISING						24700 1			
COMMUNICATIONS		22000 2	18500 1			16550 4	21000 1		
JOURNALISM						21267 3			
TEXTILES & CLOTHING						19250 2			
MERCHANDISING MANAGEMENT						17000 1			
HUMANITIES - OTHER						20600 1			
CRIMINAL JUSTICE								24352 2	
HISTORY						24000 1			
PSYCHOLOGY				22500 1					
AGRICULTURAL						30375 4			
BIOENGINEERING & BIOMEDIC						28500 1			
COMPUTER						30000 1			
ANIMAL SCIENCES						22500 1			
COMPUTER SCIENCE						26400 2			
CHEMISTRY				31500 1					
PHYSICS		22000 1							

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING				27000 1	16500 1	19775 4		22750 2	
BUSINESS ADMIN (INCL MGMT			17433 3		25250 2	20893 5		21500 2	
MANAGEMENT INFO SYSTEMS			24720 5	29600 1		17653 2			25000 1
MARKETING/MARK MGMT (RESR			20000 1	23500 1		22767 3			20000 1
COMMUNICATIONS				25000 2					
ELEMENTARY EDUCATION					19180 33 23500/17000	21000 1			
PHYSICAL EDUCATION					21173 4				
SPECIAL EDUCATION					21425 4				
LETTERS (incl English, Li			24000 1			20200 1	18200 1		
HUMANITIES - OTHER					14000 1	22000 1			
HISTORY						16000 1			
POLITICAL SCIENCE/GOVT						20200 1			
PSYCHOLOGY								16559 3	
AEROSPACE & AERONAUTICAL			33000 1			24617 6			
ARCHITECTURAL							25200 2		
CHEMICAL		38280 1		28836 1	36200 1	31012 4	29418 2		
CIVIL			43420 2	33600 1		26501 3	27150 16		
COMPUTER			36000 1	30150 1					
ELECTRICAL/ELECTRONIC				32816 9		28192 3	30300 2		
INDUSTRIAL				29100 2		22782 2			
MECHANICAL				31354 7		22873 6	28750 1		
COMPUTER SCIENCE		33500 1	34800 1	29753 2		21823 5	23000 1		27600 1
INFORMATION SCIENCES & SY			25000 1						

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ALLIED HEALTH					18300 1			27045 8	41600 1
BIOLOGICAL							18100 1		20000 1
GEOLOGY & GEOLOGICAL SCI						21600 1			
MATHEMATICS					17500 1				
PHYSICS						25098 2			
OTHER PHYSICAL & EARTH SC					19747 1				

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING				24000 1	28668 1		26500 1	25000 1	22500 2
BUSINESS ADMIN (INCL MGMT							17000 1		
ECONOM & FINANCE (BANKING								18500 1	
HUMAN RSRCS (incl LABOR R							17000 1		
MANAGEMENT INFO SYSTEMS					26000 1			29000 1	
MARKETING/MARK MGMT (RESR							14400 1		
HUMAN ECOLOGY (HOME ECONO			17000 1						
AEROSPACE & AERONAUTICAL					31422 4				
ARCHITECTURAL								30525 8	
CHEMICAL								40200 2	37475 93 43000/34800
CIVIL								29000 3	33050 4
ELECTRICAL/ELECTRONIC				30000 1	32111 5		34890 2	32333 3	36329 7
INDUSTRIAL					27700 1			31000 1	
MECHANICAL					29931 13		34667 3	32480 4	36729 41 39000/35400
PETROLEUM									41000 2
AGRIBUSINESS						27000 1			
COMPUTER SCIENCE					31050 2				28800 1
ARCHITECTURAL & ENVIRONME								26400 1	
CHEMISTRY									33540 1

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	26000 1	26500 2			20000 1				27005 34 30600/25000
BUSINESS ADMIN (INCL MGMT			31000 1						26650 4
ECONOM & FINANCE (BANKING	29250 2		24000 2	29750 4					27837 18
HUMAN RSRCS (incl LABOR R				24500 1					
MANAGEMENT INFO SYSTEMS	28250 2	29250 2							29347 26 33900/27600
MARKETING/MARK MGMT (RESR	21980 5	27000 1	23057 7	27100 5				22500 2	29366 4
COMMUNICATIONS									29600 1
AEROSPACE & AERONAUTICAL	31500 1	30500 1							32413 3
AGRICULTURAL			30000 1						
ARCHITECTURAL									35445 8
CHEMICAL	35269 4	38000 1	37950 2	34600 1			35520 1	38900 2	37047 120 55000/28200
CIVIL									34237 28 42200/28224
COMPUTER	24000 1								33600 1
ELECTRICAL/ELECTRONIC	33690 41 42000/31500	33553 49 38400/30840	36533 3					37400 1	36187 26 42200/32460
INDUSTRIAL		31800 1					30600 1		33600 2
MECHANICAL	33375 4	33584 11	36929 7	33480 2				35000 3	36142 118 54800/31800
NUCLEAR	32700 1								
PETROLEUM									37628 75 55000/31200
ENGINEERING TECHNOLOGY		30000 1							31200 1
COMPUTER SCIENCE	30045 4	32298 6							32461 25 38500/29000
INFORMATION SCIENCES & SY	31200 1							30000 1	30174 7
ARCHITECTURAL & ENVIRONME									28800 1
BIOLOGICAL			20400 1						

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
CHEMISTRY				34000 1					
GEOLOGY & GEOLOGICAL SCI									35700 2
MATHEMATICS	23000 1								29800 2
PHYSICS									32000 1

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 70[illegible] # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BUSINESS ADMIN (INCL MGMT							24000 1
ECONOM & FINANCE (BANKING	12000 1					28000 1	30000 2
MARKETING/MARK MGMT (RESR	31100 2				19300 2	21642 2	23400 3
FOREIGN LANGUAGES							24000 1
LETTERS (incl English, Li						27600 1	
AEROSPACE & AERONAUTICAL						36000 1	
AGRICULTURAL							32500 1
CHEMICAL						36867 6	36467 3
CIVIL							28200 3
ELECTRICAL/ELECTRONIC						32850 2	34100 4
MECHANICAL			29813 3		24000 1	32598 7	
ENGINEERING TECHNOLOGY							29000 1
COMPUTER SCIENCE	31000 1					28250 2	27600 1
INFORMATION SCIENCES & SY							27000 3
BIOLOGICAL							34008 1

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26896 197 35000/24000			24468 16	28000 1	27517 6	24493 15	27762 29 40000/24000	
BACHELOR - TECHNICAL	28500 6				32000 1	31625 4	30300 15	31743 58 48000/28000	32638 14

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	24480 10	22333 12	19500 5	22529 17		21084 67 28500/15000	31500 2	25135 3	18000 1
BACHELOR - TECHNICAL		22000 1		31500 1		28367 9			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL			21990 10	26020 5	19652 45 29000/16800	20346 19	18200 1	19739 7	22500 2
BACHELOR - TECHNICAL		35890 2	35940 6	31526 23 36700/28850	22937 4	24986 32 36500/20563	26964 25 35040/24912	27045 8	29733 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL			17000 1	24000 1	27334 2		18725 4	24167 3	22500 2
BACHELOR - TECHNICAL				30000 1	30606 25 35048/28500	27000 1	34756 5	31633 22 40800/27200	37060 149 43000/33540

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	25090 10	27700 5	24040 10	27900 10	20000 1			22500 2	27999 87 33900/25000
BACHELOR - TECHNICAL	33076 58 42000/31200	33395 70 38400/30500	35314 14	33890 4			33060 2	35743 7	36093 420 55000/30000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	24733 3				19300 2	24721 4	
BACHELOR - TECHNICAL	31000 1		29813 3		24000 1	33755 18	

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	29500 2	49000 1			21750 2	34000 1	31227 4	35000 2	
MBA--TECH								38000 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	40000 1								
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH					16000 1	20200 1			
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									29150 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH				39900 1					37440 5
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							23113 2
MBA--TECH							

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	26966 182 35000/24000	25379 63 30600/22500	17500 2						
BUSINESS ADMIN (INCL MGMT			31000 1						
ECONOM & FINANCE (BANKING	26928 3	27374 10		25582 6	28000 1			25992 1	28292 13
MANAGEMENT INFO SYSTEMS	32000 1								
MARKETING/MARK MGMT (RESR									18000 1
COMMUNICATIONS	18000 1								
ELECTRICAL/ELECTRONIC	23096 1								
INDUSTRIAL									31800 1
PETROLEUM									22500 1
COMPUTER SCIENCE	28000 1							32000 1	
INFORMATION SCIENCES & SY		25020 1							
ARCHITECTURAL & ENVIRONME	26500 1								

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADM!N (INCL MGMT		22000 2	24157 2						
ECONOM & FINANCE (BANKING	26250 2	22333 3							
HUMAN RSRCS (incl LABOR R		22500 1							
MANAGEMENT INFO SYSTEMS		13200 1							
MARKETING/MARK MGMT (RESR		24773 3	23330 2						
JOURNALISM						15600 1			
LETTERS (incl English, Li									27600 1
CHEMISTRY			31500 1						

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BUSINESS ADMIN (INCL MGMT		24000 1		23333 3			18500 2		
ECONOM & FINANCE (BANKING			28200 1		29982 2		23857 7		27300 1
HUMAN RSRCS (incl LABOR R			24500 1						
MARKETING/MARK MGMT (RESR	20000 1	32000 1	22820 5	25988 3	21300 2	24600 2	22946 41 42000/18000		
ADVERTISING							24700 1		
COMMUNICATIONS							18117 6		
JOURNALISM							18000 1		
TEXTILES & CLOTHING			18000 1						
FOREIGN LANGUAGES							24000 1		
LETTERS (incl English, Li	24000 1						17500 1		
HISTORY							24000 1		
PSYCHOLOGY							22500 1		
AEROSPACE & AERONAUTICAL							30500 1		
CHEMICAL							37028 3		
COMPUTER							30000 1		
ELECTRICAL/ELECTRONIC							35340 1		
MECHANICAL				31800 2					
ANIMAL SCIENCES							22500 1		
COMPUTER SCIENCE				21500 1			32460 1		
BIOLOGICAL							34008 1		
CHEMISTRY							34000 1		

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
LETTERS (incl English, Li	18200 1								
HUMANITIES - OTHER			22000 1						
CRIMINAL JUSTICE		24352 2							
HISTORY			16000 1						
AEROSPACE & AERONAUTICAL							31320 6		
AGRICULTURAL							32500 1		29500 1
ARCHITECTURAL							31748 21 38000/25440	29800 2	
CHEMICAL							33997 5	33760 10	36247 11
CIVIL							29984 44 42200/25286	33900 12	34800 1
ELECTRICAL/ELECTRONIC							33399 19		35809 9
INDUSTRIAL									24421 3
MECHANICAL							33478 43 54800/30000	29000 2	35005 38 39500/29500
PETROLEUM							34592 2		37300 6
ENGINEERING TECHNOLOGY							30000 1		29000 1
COMPUTER SCIENCE							35000 1		
BIOLOGICAL								19600 1	
GEOLOGY & GEOLOGICAL SCI			21600 1						

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	29400 1								
MANAGEMENT INFO SYSTEMS	28200 2								
AEROSPACE & AERONAUTICAL		21201 1	31500 1			28207 3		28944 2	29250 4
AGRICULTURAL									30500 4
ARCHITECTURAL						30333 3			
CHEMICAL	37500 2				36940 4		38033 188 55000/35100	29931 21 39600/25560	35189 11
CIVIL	34400 1				33500 1			29819 4	36234 6
COMPUTER	30133 3		33540 1						
ELECTRICAL/ELECTRONIC	33685 31 38400/32000	36762 12	32416 19	33124 22 35600/30600	34080 10	36100 3	34803 7	34544 17	32613 24 37200/31200
INDUSTRIAL								31433 3	30900 3
MECHANICAL	35500 1	27001 2	33500 1	38400 1	34532 13	33063 8	36421 41 39600/35000	36922 57 54000/32400	32885 38 41040/25440
NUCLEAR									32700 1
PETROLEUM					40000 1	30000 1	40947 28 55000/35100	36571 21 45000/32000	36455 16
ENGINEERING TECHNOLOGY									31200 1
COMPUTER SCIENCE	32450 4	32100 1	30928 4						
ARCHITECTURAL & ENVIRONME									27933 3
GEOLOGY & GEOLOGICAL SCI					41400 1				30000 1
PHYSICS								30000 1	26098 2

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING	30000 1								
BUSINESS ADMIN (INCL MGMT	25000 1								
PSYCHOLOGY									15498 2
BIOENGINEERING & BIOMEDIC									28500 1
ALLIED HEALTH			26329 7					36828 2	

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING					28200 1		28200 1		
BUSINESS ADMIN (INCL MGMT				20633 3	24000 1		25000 1		
ECONOM & FINANCE (BANKING							28933 3		
MANAGEMENT INFO SYSTEMS					27533 24 31500/24000	30243 7	27796 26 33000/24000		
MARKETING/MARK MGMT (RESR							20000 1		
COMMUNICATIONS							29600 1		
HUMAN ECOLOGY (HOME ECONO		17000 1							
LETTERS (incl English, Li					28200 1				
PSYCHOLOGY		18680 1							
COMPUTER					31200 3		30150 1		
MECHANICAL					23040 1				
AGRIBUSINESS									27000 1
COMPUTER SCIENCE					29976 20 35400/25200	32054 7	32422 19		
INFORMATION SCIENCES & SY					29492 13	31000 1			
BIOLOGICAL									18100 1
MATHEMATICS					25900 2		28533 3		

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART B - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		24000 1		23900 3					
BUSINESS ADMIN (INCL MGMT		27500 1	19100 2	21030 24 45000/12000					21500 1
ECONOM & FINANCE (BANKING		27889 9		23906 16			24000 1		
HOTEL/RESTAURANT MGMT.				18000 1					
HUMAN RSRCS (incl LABOR R			17000 1						
MANAGEMENT INFO SYSTEMS		30017 6		29600 1					
MARKETING/MARK MGMT (RESR		26500 2		22120 24 29100/18000					
COMMUNICATIONS			21000 1	23333 3					
JOURNALISM				21267 3					
ELEMENTARY EDUCATION									19233 34 23500/17000
PHYSICAL EDUCATION									21173 4
SPECIAL EDUCATION									21425 4
TEXTILES & CLOTHING				20500 1					
MERCHANDISING MANAGEMENT				17000 1					
LETTERS (incl English, Li									20200 1
HUMANITIES - OTHER				20600 1					14000 1
HISTORY		18000 1							
POLITICAL SCIENCE/GOVT				20200 1					
PSYCHOLOGY				26900 1					
ELECTRICAL/ELECTRONIC		28250 2							
PETROLEUM				20856 1					
COMPUTER SCIENCE		30000 1	21000 3	27835 3	20195 1				
INFORMATION SCIENCES & SY		29188 8							

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ALLIED HEALTH									18300 1
BIOLOGICAL				20400 1				20000 1	
CHEMISTRY				33540 1					
GEOLOGY & GEOLOGICAL SCI									43200 1
MATHEMATICS									17500 1
PHYSICS				22000 1					
OTHER PHYSICAL & EARTH SC									19747 1

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26944 187 35000/24000	25652 73 31000/22500	22000 3	25582 6	28000 1			25992 1	27557 14
BACHELOR - TECHNICAL	25865 3	25020 1						32000 1	27150 2

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	26250 2	22102 10	23743 4			15600 1			27600 1
BACHELOR - TECHNICAL			31500 1						

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	22000 2	28000 2	23100 8	24661 6	25641 4	24600 2	22326 62 42000/17500		27300 1
BACHELOR - TECHNICAL				28367 3			32989 10		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	18200 1	24352 2	19000 2						
BACHELOR - TECHNICAL			21600 1				32061 143 54800/25440	32652 27 43000/28200	34879 70 42500/29400

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	28600 3								
BACHELOR - TECHNICAL	33556 42 40000/31500	34278 16	32237 26 37000/30000	33353 23 38400/30600	35079 30 42000/30000	32134 18	38006 264 55000/35000	34840 126 54000/27600	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	27500 2								
BACHELOR - TECHNICAL			26329 7					36828 2	

AVERAGE SALARY OFFERS APRIL 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 4/5/91 90th: 22080 / 10th: 18330 PAGE 2

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL		17840 2		20633 3	27452 27 31500/24000	30243 7	27645 33 33000/24000		
BACHELOR - TECHNICAL					29522 39 36000/24000	31923 8	31816 23 38500/29000		22550 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27680 20 40000/24000	19050 4	22205 80 45000/17500			24000 1		19556 45 27500/17000
BACHELOR - TECHNICAL		29091 11	21000 3	25757 7	20195 1			20000 1	24687 4